

time this one has, judging from its appearance, it is time to replace it with a new one.
There is nothing more disgusting

HE DOES NOT USE THE KNIFE
Dr. Sparr treats diseases of the

Friday, March 23rd



THIS MAN ROSE FROM \$12⁰⁰ A WEEK TO \$3000⁰⁰ A YEAR

He was clerking in a small town general store until he went into business for himself selling Life Insurance. What he did many another ambitious man has done.

A \$26 a week shoe worker took our free course of Life Insurance salesmanship last March and is now making \$350 a month. A \$110 dry goods salesman started in October and made \$300 the first month. A \$125 a month bank clerk started in August and is now making \$250 a month. A \$22.50 a week Russian Jew, in this country only eight years, started in March and has since averaged \$260 a month. A \$12 a week Arkansas barber is now making \$3,600 a year. A \$50 a month clerk started five years ago and is now making \$7,200 a year.

YOU CAN DO THE SAME. Twenty-eight hours of good hard thought and study of the Missouri State Life Insurance Company's

FREE COURSE OF SALESMANSHIP

will point out the way. Many men say they would pay \$50 for such a course. We offer it without cost or obligation to any man anywhere in any line of business. This is our method of finding out ambitious men—the kind of men who make the best timber for the business of selling Life Insurance—the best paid hard work in the world.

Men of this kind have placed the Missouri State Life in the front rank of old line insurance companies so that it is known and recognized as the fastest growing life insurance company in America.

**ASSETS OVER \$14,000,000
INSURANCE IN FORCE
OVER \$129,000,000**

If you accept our offer and study this free course of salesmanship you can equip yourself in 28 hours for a bigger, broader, brighter future either as a salesman of "The Greatest Thing In The World"—life insurance—or it will help you to new possibilities for profit in your present line of work.

If after completing this course you decide that you can sell life insurance we will make you an attractive offer.

Absolutely no Charge

—no obligation—yet no philanthropy. It's simply yours free for the asking. Will you invest 28 hours in making a life? You only have 168 hours a week. It rests with you how profitably you will employ that time. Twenty-eight hours of studying this great free course of salesmanship may be YOUR opportunity of making your 168 hours double or treble your income—perhaps increase it tenfold.

Enroll Today

DON'T DELAY. Fill in and tear out the coupon below and you will start receiving lessons at once.

WM. KING
AGENCY SUPERVISOR
Department C, Missouri State
Life Insurance Company,
ST. LOUIS, MO.

MAIL THIS COUPON TODAY



WM. KING, AGENCY SUPERVISOR, Department "C"
Missouri State Life Insurance Co.,
St. Louis, Mo.

Send me your **FREE COURSE OF SALESMANSHIP** at once. It is understood that I am under no obligation whatsoever.

(Name) _____
(City and State) _____